



MEMO

TO: Aventis President's Forum

FROM: Jerry Belle

SUBJECT: Prescription Product Price Increase

DATE: March 20, 2001

Please find attached a copy of a letter sent to our direct and drop-ship customers notifying them of a price increase. The price increases are as follows:

Product	% Increase	Product	% Increase
Allegra® tablets, capsules	6	Intal®	5
Allegra-D®	6	Lasix®	6
Amaryl®	4	Lozol®	6
Anzemet® Injection	4	Nasacort®	5
Arava™	6	Nasacort AQ®	9.5
Azmacort®	4	Nilandron®	6
Bentyl®	6	Norpramin®	6
Cantil®	6	Novafed®A	6
Carafate®	6	Priftin®	6
Cephulac®	6	Refludan®	6
Chronulac®	6	Rifadin®	6
Clomid®	6	Rifamate®	6
DDAVP® Tablets (0.1 mg)	9	Rifater®	6
DDAVP® Nasal Spray	6	Rilutek®	3
DiaBeta®	6	Tenuate®	6
Hiprex®	6	Tilade®	5
		Trental®	6

This price increase went into effect today, March 20, 2001, at 5:00 a.m. EST.

All year-to-date pricing actions by Aventis represent a 2.71% increase to it's overall sales baseline and is within the current C.P.I. (3.4%). No other Aventis Pharmaceuticals products were affected by the pricing action.

Thank you for your support of this pricing action.

Jerry Belle

Jerry Belle
Attachment

AV-MBX-0030577

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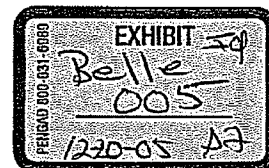


Exhibit C

Aventis Pharmaceuticals



March 20, 2001

Dear Pharmaceutical Buyer:

Aventis Pharmaceuticals is announcing a price increase effective today, Tuesday, March 20, 2001 at 5:00 a.m. EST on the following products.

Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Allegra® (fexofenadine HCl) Tablets 30 mg, bottle of 100	0088-1106-47	\$ 45.69	\$ 54.83
Allegra® (fexofenadine HCl) Tablets 60 mg, bottle of 100	0088-1107-47	91.32	109.58
Allegra® (fexofenadine HCl) Tablets 180 mg, bottle of 100	0088-1109-47	182.64	219.17
Allegra® (fexofenadine HCl) Capsules 60 mg, bottle of 100	0088-1102-47	91.32	109.58
Allegra® (fexofenadine HCl) Capsules 60 mg, UDIP 100	0088-1102-49	91.32	109.58
Allegra® (fexofenadine HCl) Capsules 60 mg, bottle of 500	0088-1102-55	456.70	548.04
Allegra-D® (fexofenadine HCl 60 mg and pseudoephedrine HCl 120 mg) extended-release tablets bottle of 100	0088-1090-47	102.13	122.56
Allegra-D® (fexofenadine HCl 60 mg and pseudoephedrine HCl 120 mg) extended release tablets UDIP 100	0088-1090-49	102.13	122.56
Allegra-D® (fexofenadine HCl 60 mg and pseudoephedrine HCl 120 mg) extended-release tablets bottle of 500	0088-1090-55	510.76	612.91
Amaryl® (glimepiride tablets) 1 mg, bottle of 100	0039-0221-10	22.05	26.46

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Amaryl® (glimepiride tablets) 2 mg, bottle of 100	0039-0222-10	35.72	42.87
Amaryl® (glimepiride tablets) 2 mg, UDIP 100	0039-0222-11	35.72	42.87
Amaryl® (glimepiride tablets) 4 mg, bottle of 100	0039-0223-10	67.39	80.87
Amaryl® (glimepiride tablets) 4 mg, UDIP 100	0039-0223-11	67.39	80.87
Anzemet® Injection (dolasetron mesylate injection) 100-mg/5-mL single use vial	0088-1206-32	144.30	173.16
Arava™ (leflunomide) tablets 10 mg, bottle of 30	0088-2160-30	216.24	259.49
Arava™ (leflunomide) tablets 20 mg, bottle of 30	0088-2161-30	216.24	259.49
Arava™ (leflunomide) tablets 100 mg, 3-ct blister pack	0088-2162-03	108.12	129.74
Azmacort® (triamcinolone acetone) oral inhaler 60 mg	0075-0060-37	49.76	62.20
Bentyl® (dicyclomine hydrochloride USP) capsules 10 mg, bottle of 100	0068-0120-61	27.19	32.63
Bentyl® (dicyclomine hydrochloride USP) tablets 20 mg, bottle of 100	0068-0123-61	38.80	46.56
Bentyl® (dicyclomine hydrochloride USP) injection 5 ampules, 2 mL each	0068-0809-23	69.75	83.70
Bentyl® (dicyclomine hydrochloride USP) injection 10 mL vial	0068-0810-61	44.52	53.42
Bentyl® (dicyclomine hydrochloride USP) syrup pint, 10 mg/5mL	0068-0125-16	30.21	36.25
Cantil® (mepenzolate bromide USP) tablets 25 mg, bottle of 100	0068-0037-01	86.44	103.73

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Carafate® (sucralfate) tablets 1 gm, bottle of 100	0088-1712-47	78.33	94.00
Carafate® (sucralfate) tablets 1 gm, bottle of 120	0088-1712-53	95.72	114.86
Carafate® (sucralfate) tablets 1 gm, bottle of 500	0088-1712-55	380.06	456.08
Carafate® (sucralfate) tablets 1 gm, bottle of 3000	0088-1712-25	2,281.01	2,737.22
Carafate® (sucralfate) tablets UDIP 100	0088-1712-49	90.90	109.08
Carafate® (sucralfate) suspension 14 fl. oz. Bottle, 1 gm/10 ml	0088-1700-15	32.70	39.24
Cephulac® (lactulose solution) 10 gm/15 ml, pint	0068-0413-16	40.60	48.72
Cephulac® (lactulose solution) 10 gm/15 ml, ½ gallon	0068-0413-64	145.59	174.71
Chronulac® (lactulose solution) 8 fl-oz. bottle	0068-0409-08	20.35	24.42
Chronulac® (lactulose solution) 32 fl-oz. bottle	0068-0409-32	72.82	87.38
Clomid® (clomiphene citrate tablets USP) 50 mg, box of 30	0068-0226-30	243.59	292.31
DDAVP® Tablets (desmopressin acetate) 0.1 mg, bottle of 100	0075-0016-00	197.20	246.50
DDAVP® Nasal Spray (desmopressin acetate) 1x5 ml pump	0075-2452-01	128.85	161.06
DiaBeta® (glyburide USP) 1.25 mg, bottle of 50	0039-0053-05	9.06	10.87
DiaBeta® (glyburide USP) 2.5 mg, bottle of 100	0039-0051-10	35.46	42.55

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
DiaBeta® (glyburide USP) 2.5 mg, UDIP 100	0039-0051-11	35.46	42.55
DiaBeta® (glyburide USP) 2.5 mg, bottle of 500	0039-0051-50	152.59	183.11
DiaBeta® (glyburide USP) 5 mg, bottle of 100	0039-0052-10	65.03	78.04
DiaBeta® (glyburide USP) 5 mg, UDIP 100	0039-0052-11	65.03	78.04
DiaBeta® (glyburide USP) 5 mg, bottle of 500	0039-0052-50	272.58	327.10
DiaBeta® (glyburide USP) 5 mg, bottle of 1000	0039-0052-70	487.60	585.12
Hiprex® Tablets (methenamine hippurate) 1 gm, bottle of 100	0068-0277-61	115.81	138.97
Intal® Inhaler (cromolyn sodium inhalation aerosol) 112 metered inhalations	0585-0675-02	42.87	53.59
Intal® Inhaler (cromolyn sodium inhalation aerosol) 200 metered inhalations	0585-0675-01	68.21	85.26
Intal® Nebulizer Solution (cromolyn sodium inhalation solution, USP) 2 ml, plastic ampules, box of 60	0585-0673-02	53.89	67.36
Intal® Nebulizer Solution (cromolyn sodium inhalation solution, USP) 2 ml, plastic ampules, box of 120	0585-0673-03	100.66	125.83
Lasix® (furosemide) Tablets 20 mg, bottle of 100	0039-0067-10	17.60	21.12
Lasix® (furosemide) Tablets 20 mg, bottle of 500	0039-0067-50	83.05	99.66
Lasix® (furosemide) Tablets 20 mg, bottle of 1000	0039-0067-70	157.62	189.15

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Lasix® (furosemide) Tablets 40 mg, UDIP 100	0039-0060-11	25.65	30.78
Lasix® (furosemide) Tablets 40 mg, bottle of 100	0039-0060-13	24.65	29.57
Lasix® (furosemide) Tablets 40 mg, bottle of 500	0039-0060-50	116.87	140.24
Lasix® (furosemide) Tablets 40 mg, bottle of 1000	0039-0060-70	221.96	266.36
Lasix® (furosemide) Tablets 80 mg, bottle of 50	0039-0066-05	19.93	23.91
Lasix® (furosemide) Tablets 80 mg, bottle of 500	0039-0066-50	188.89	226.67
Lozol ® (indapamide) Tablets 1.25 mg, bottle of 100	0075-0700-00	79.33	99.16
Lozol ® (indapamide) Tablets 1.25 mg, bottle of 1000	0075-0700-99	780.90	976.13
Lozol ® (indapamide) Tablets 2.5 mg, bottle of 100	0075-0082-00	98.12	122.66
Lozol ® (indapamide) Tablets 2.5 mg, bottle of 1000	0075-0082-99	968.88	1,211.10
Lozol ® (indapamide) Tablets 2.5 mg, 20,000	0075-0082-23	19,112.20	23,890.25
Nasacort® (triamcinolone acetonide) nasal inhaler 10 gm	0075-1505-43	38.48	48.10
Nasacort® AQ (aqueous triamcinolone acetonide) nasal spray 16.5 gm	0075-1506-16	38.93	48.66
Nilandron® (nilutamide) Tablets 50 mg, 90-ct blister pack	0088-1110-35	232.09	278.50
Norpramin® (desipramine hydrochloride tablets USP) 10 mg, bottle of 100	0068-0007-01	55.23	66.27

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Norpramin® (desipramine hydrochloride tablets USP) 25 mg, bottle of 100	0068-0011-01	66.36	79.63
Norpramin® (desipramine hydrochloride tablets USP) 50 mg, bottle of 100	0068-0015-01	124.92	149.91
Norpramin® (desipramine hydrochloride tablets USP) 75 mg, bottle of 100	0068-0019-01	159.00	190.80
Norpramin® (desipramine hydrochloride tablets USP) 100 mg, bottle of 100	0068-0020-01	208.93	250.71
Norpramin® (desipramine hydrochloride tablets USP) 150 mg, bottle of 50	0068-0021-50	151.37	181.64
Novafed® A (pseudoephedrine hydrochloride and chlorpheniramine maleate) extended release capsules bottle of 100	0068-0106-61	58.94	70.72
Priftin® Tablets (rifapentine) 150 mg, box of 32	0088-2100-03	77.70	93.24
Refludan® [lepirudin (rDNA) for injection] 1 mL vial, box of 10	0088-2150-57	1,157.52	1,389.02
Rifadin® (rifampin capsules USP) 150 mg, bottle of 30	0068-0510-30	39.49	47.38
Rifadin® (rifampin capsules USP) 300 mg, bottle of 30	0068-0508-30	55.97	67.16
Rifadin® (rifampin capsules USP) 300 mg, bottle of 60	0068-0508-60	111.88	134.26
Rifadin® (rifampin capsules USP) 300 mg, bottle of 100	0068-0508-61	186.56	223.87
Rifadin® IV (rifampin for injection) 600 mg, 25 mL vial	0068-0597-01	70.12	84.14
Rifamate® (rifampin and isoniazid capsules) bottle of 60	0068-0509-60	128.90	154.68

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Product Name & Size	NDC #	New Wholesaler* List Price as of 3/20/01	Manufacturer's** Suggested Price 3/20/01
Rifater® (rifampin, isoniazid and pyrazinamide tablets) bottle of 60	0088-0576-41	95.40	114.48
Rilutek® (riluzole) Tablets 50 mg, bottle of 60	0075-7700-60	719.78	899.73
Tenuate® Immediate-Release Tablets (diethylpropion hydrochloride USP) 25 mg, bottle of 100	0068-0697-61	42.24	50.69
Tenuate® Dospan® (diethylpropion hydrochloride USP) controlled release 75 mg, bottle of 100	0068-0698-61	106.05	127.26
Tenuate® Dospan® (diethylpropion hydrochloride USP) controlled release 75 mg, bottle of 250	0068-0698-62	257.79	309.35
Tilade® Inhaler (nedocromil sodium inhalation aerosol) 104 metered inhalations	0585-0685-02	34.18	42.72
Trental® (pentoxifylline) Tablets 400 mg, bottle of 100	0039-0078-10	63.07	75.68
Trental® (pentoxifylline) Tablets 400 mg, UDIP 100	0039-0078-11	65.83	78.99

*The list price does not reflect discounts, rebates, chargebacks, and other terms that may reduce actual sales price

** Manufacturer's Suggested Price is a suggested price that may not reflect actual wholesale price.

No other Aventis Pharmaceuticals products will be affected by this pricing action.

All orders received after 5:00 a.m. EST on March 20, 2001 will be billed at the new price.

If you have any questions, please feel free to contact your Senior National Trade Account Manager, or our Customer Service Department at 1-800-207-8049.

Sincerely,



Chuck Pennewell
Senior Director
Trade Management & Development
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